Dear Friends,

India is one of the fastest growing economies in the world with the economy growing at 7.3% in 2015. The industrial production posted a solid growth of around 10% year on year in October 2015. The midyear economic analysis has come up with a soothing picture of the economy highlighting that the Indian economy this fiscal was powered by private consumption and government investment.

Exports of German machinery grew year-on-year in September 2015 by a nominal rate of 1.4%. The cumulative figure for the first three quarters of the year is plus 2.6%. This was driven mainly by the NAFTA region: Exports to the USA and Mexico grew by 14.2% and 46.6% respectively. The EU was a stabilising factor with growth of 4% (EU-19) and 5.7% (EU-28). Chinese business continued to decline with a 4.7% drop. This was also the case to an even greater extent for Russian business (26.7%). Exports grew strongly to Turkey (up 14.3%), to Saudi Arabia (up 9.2%) and to India (up 22.6%). There were no positive stimuli from Southeast Asia or South America over the course of the year.

In the last three statistically documented months (August to October 2015), eleven of the subsectors accounted for separately in the VDMA’s incoming order statistics posted year-on-year growth. Three subsectors achieved growth rates of 10% or more. This includes Power Systems (turbines), Robotics and Automation and lifts and escalators. However, Foundry Machinery, Mining Equipment and Process Plant and Equipment recorded downturns of 20% or more. The order books in the mechanical engineering industry stood at 5.7 production months in October 2015. An order range of just under six months is a good figure for the mechanical engineering industry, in view of an average throughput time of around three-and-a-half months due to reasons of technology. This shows that there are some order blocks here and there to ensure satisfactory levels of capacity utilisation. On the other hand, lead times and supply bottlenecks for customers are not likely to be a real problem.

In the first nine months of the year, production of machinery and equipment in Germany was still 0.5% below the previous year. The German Federal Statistical Office’s forecast revision in July from 2% to 0% following massive corrections to the production indices for mechanical engineering is therefore now within reach. The VDMA economists are likewise forecasting stagnation in 2016. Capacity utilisation stood at 84.5% in October 2015, only just below the long-term industry average. The record low since 2010 was 69.3% in Jan 2010. The record high reached in July 2011 was 89.9%.

In this issue we have covered news from General Mechanical Engineering, Industrie 4.0, Agriculture, Cleaning Systems, Construction, Fluid Power - Power Transmission, Food Processing and Packaging, Mining, Plastics, Process, R+A and Valves sectors. We thank all our readers and advertisers or their continued support and look forward with optimism as we usher the year 2016. We wish you all the very best for the New Year. We will continue to strive harder to provide you informative and interesting articles and industry news to help in the growth of the Indo-German trade in the engineering sector.

With best wishes,

Rajesh Nath
Managing Director – VDMA India

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1. Sector wise news

1.1 German Mechanical Engineering industry overview

Euro partner countries provide powerful impetus
In October, incoming orders in Germany’s mechanical engineering industry were up 4% year on year when adjusted for price changes. Although domestic demand and orders from non-euro countries remained weak as in previous months with a drop of 4% and 8% respectively, a powerful boost came from euro partner countries. Large-scale system transactions provided growth of 55% here. But even without these systems, growth would still have been in double digits.

Volume index 2010 = 100

![Graph showing domestic and foreign orders from 2006 to 2015.]

- 12-month moving average
- Non-adjusted indices

Source: VDMA

Production of German mechanical engineering
In the first nine months of the year, production of machinery and equipment in Germany was still 0.5% below the previous year. The German Federal Statistical Office’s forecast revision in July from 2% to 0% following massive corrections to the production indices for mechanical engineering is therefore now within reach. The VDMA economists are likewise forecasting stagnation in 2016.

Capacity utilization in German mechanical engineering
Capacity utilisation stood at 84.5% in October 2015, only just below the long-term industry average. The record low since 2010 was 69.3% in January 2010. The record high was reached in July 2011 at 89.9%.

German machine export
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Incoming orders in Germany for selected subsectors

In the last three statistically documented months (August to October 2015), Eleven of the subsectors accounted for separately in the VDMA’s incoming order statistics posted year-on-year growth. Three subsectors achieved growth rates of 10% or more. This includes power systems (turbines), robotics and automation, and lifts and escalators. However, foundry machinery, mining equipment and process plant and equipment recorded downturns of 20% or more.

Orders on hand in German mechanical engineering

The order books in the mechanical engineering industry stood at 5.7 production months in October 2015. An order range of just under six months is a good figure for the mechanical engineering industry, in view of an average throughput time of around three-and-a-half months due to reasons of technology. This shows that there are some order blocks here and there to ensure satisfactory levels of capacity utilisation. On the other hand, lead times and supply bottlenecks for customers are not likely to be a real problem.

Business situation and expectations

Manufacturing industry in Germany

The business climate index in the manufacturing industry improved again in November after three declines in a row. Industrial companies were happier with their current business situation than they were in the previous month. In addition, optimism for the coming months rose to its highest level high since March.
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In November 2015, the Purchasing Managers Index for the manufacturing industry in the USA fell below the 50-point mark for the first time since the end of 2012. This was blamed on a poorer assessment regarding production and incoming orders, while the employment situation developed positively. In the eurozone’s industrial sector, the survey achieved its highest result since April 2014 at 52.8 points. The production and incoming order components were assessed much more positively in November than in previous months in all eurozone countries with the exception of Greece.

World: GDP expectations
As in previous years, expectations for economic development were not met in 2015. In October 2015, the International Monetary Fund again revised its global GDP forecasts down by 0.2 percentage points. For 2016 – as in previous years – a slight acceleration of global economic growth is expected. Growth of 4.5 percent is forecast for the group of emerging and developing countries and 2.2 percent for the industrialised nations.

*Composed of 5 countries: Indonesia, Malaysia, Philippines, Thailand and Vietnam.
Source: IMF (October 2015), VDMA
1.2 Industrie 4.0

German mechanical and plant engineering – a key industry for the fourth industrial revolution

German mechanical engineering companies are turning the vision of “Industrie 4.0” into reality – with innovative ideas and technologies that help Germany to position itself as a lead supplier and a lead market of “Industrie 4.0” in global competition. Mechanical engineering acts as a driving force of “Industrie 4.0”

The German mechanical and plant engineering industry is at the centre of innovation and technological networks. It integrates the latest technologies in products and processes, and thereby maintains its technological leadership. In recent years, the integration of IT and software has in particular gained increasing importance. Already approximately 30% of the manufacturing costs for an engineering product are attributable to IT and automation technology, with this figure continuing to rise.

With “Industrie 4.0”, IT and internet technologies will penetrate even more in products and in the factories. A merging of the virtual world of IT with the real world of production will take place. In the future, people, machines, means of production and products will contact each other and communicate independently.

Currently, German mechanical and plant engineering companies are beginning to show examples of their realised products and solutions based on initial prototypes and demonstrators, which frequently come from the research field. The spectrum ranges from open and intelligent automation components using internet technologies in the production, through to the “Industrie 4.0” oriented machinery and production systems.

The realisation of “Industrie 4.0” is not just short-term – it aims to be a gradual, evolutionary process. In doing so, “Industrie 4.0” will provide the opportunity to open up new potential in industrial production, which will be crucial for success in the global marketplace. For this, energy and resource efficiency, flexibility and customisation, optimisation of costs and speed are keywords.

Investing in research and development

Research is important in deciding whether the German industry can establish itself as a leading supplier of “Industrie 4.0” solutions in international competition. German mechanical and plant engineering is well positioned here. In precompetitive joint research, German companies cooperate with over 200 national and European research institutes. A variety of platforms allows the transfer of knowledge from collaborative research and provides insight into the innovation facilities of German universities on the topic of “Industrie 4.0” research. This is how the transfer of knowledge will succeed from research and development to the operational shop floor.
Our specialities – highlights in manufacturing engineering

Your gain – quality and profitability
Internationally successful mechanical engineering companies benefit from our long years of experience. Our know-how of manufacturing technology guarantees top quality, high accuracy, economic efficiency and rentability.

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Our efficiency is concentrated on machine components of high precision and wear resistance – one-off-parts, units and series of all dimensions in lengths up to 12,000 mm in one piece are completely manufactured in our own workshops individually according to your drawings, ready-for-installation.

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Boring and milling spindles, complete main spindle assemblies with rams, ball screws, telescopic screws, quills, spline shafts, threaded spindles, driving shafts, knife shafts, pressure spindles, piston rods, compressor shafts, control shafts for heavy Diesel engines …

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Standards are the key
"Industrie 4.0" means communication based on uniform data. The focus of this is on the networking of companies, plants and components of manufacturers and customers. A common communication standard is imperative for the successful implementation of "Industrie 4.0". German standards open up markets. Expert representatives from the German mechanical and plant engineering industry are actively involved in the development of these standards. In this way, product and manufacturing information of companies, systems and components will be understood throughout the world.

Security as a success factor
The protection of data and technical expertise of company-wide production processes is essential. Without security, "Industrie 4.0" would be inconceivable. It is therefore important to design the automated data exchange of networked production systems in a secure and reliable manner, to control the unique identification of process players and to protect the technical know-how of products, processes, machines and equipment. A VDMA survey among production managers has shown all too clearly that the risks today are found to lie with the human factor. Training and raising employee awareness in relation to security is therefore an important measure.

People are our focus
Not only for security are people of vital importance. Like no other industry, German mechanical and plant engineering stands for the ability to implement technical knowledge and expertise in highly sophisticated products. This makes it synonymous for German engineering craftsmanship – and rightly so, because with a share of 17%, mechanical engineering is the largest of the engineering employers in Germany. On the way from automated to autonomous production, the tasks of employees in the production process will bring about significant changes. New intelligent operating and assistance systems which support day-to-day work need new competencies. German engineers and skilled workers have the best prerequisites here to meet these requirements.

“Industrie 4.0” – the future of production
“Industrie 4.0” is thus not a parallel world, but rather an important trajectory on the way to the future of production – and the German mechanical engineering industry has a key function in this context.

VDMA Industrie 4.0 Forum
Managing Director: Dietmar Goericke
Internet: http://industrie40.vdma.org/en

1.3 Agriculture
Western European tractor market declines by 7%
According to VDMA’s calculations, approximately 78,500 new tractors were sold in Western Europe in the first seven months of 2015. This was 7% less than in the same period of the previous year. Thus, demand for tractors developed in line with the overall industry economy.

The largest sales market is Germany. At 19,057 units, the decline so far is 8%, or 11% in the segment above 50 hp. A clear gap is opening up in the performance classes of 50 to 80 hp. In regional comparison, the Eastern German states are performing slightly worse. VDMA expects a continuation of the trend so far in the second half of the year. However, manufacturers’ incoming orders indicate that the registration figures will briefly be somewhat better in the next two months.

There was a similar development in France, the second-biggest market in Europe. With 17,045 new registrations, the market slumped by 6% between January and July. However, in a similar development to that experienced by Germany, July produced a very decent result. In accordance with the more favourable economic conditions, French winegrowers are maintaining their investments. At 2,300 units, registrations of new narrow-track tractors were at the previous year’s level in the first seven months.

Great Britain in particular is weighing down the overall European trend. With heavy monthly fluctuations, so far the market in the power segment lies 15% lower than in the previous year. According to the national association, an improvement is not in sight. Thus, the market volume for 2015 would amount only to approximately 11,500 tractors.
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Delivered its 5000th CROP TIGER TERRA TRAC

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In Italy, the decline so far has been considerably smaller. However, this is not necessarily positive news. After all, last year the market achieved a new historic low and requires a significant, substantial recovery. From January to June, 9,515 new tractors were registered in Italy, a further reduction of 3% from the previous year. However, the signs are of a growth trend.

The same applies to Spain. Up to July, the market totalled 5,537 units, almost exactly the previous year's level. After a weaker first quarter, agricultural investments increased again slightly. The continuation of this development is currently threatened by the severe drought that is negatively affecting agriculture.

The remaining markets of the Western Europe region declined, in total, by approximately 10%. So far, it is not to be anticipated that the second half of the year will produce a worse result. However, to ensure this is the case, the currently stable trend in France, Italy and Spain must first establish itself.

**VDMA Chairman claims digital platform for the agribusiness at Agritechnica**

At the opening event of the Agritechnica 2015, Dr. Hermann Garbers, Chairman of the VDMA Association Agricultural Machinery, claimed an independent digital platform for the sustainable design of the agricultural digitization. "Farming 4.0 needs not only a technical but also a political face", said Garbers before more than 2,000 high-level industry representatives. A "properly equipped platform that supports the digital turnaround on a broad basis" is required. The industry will only be successful in the future, if it would be able to manage "to bring together all parties involved from agriculture, industry, politics, science and society to make the networking idea prepared for practice in the long term".

The platform idea pursued with great dedication by the Federal Minister Gabriel in terms of Industry 4.0 represents an exemplary model. "It is exactly this thought which should also inspire agriculture. We would appreciate very much, if you, dear Minister Schmidt, would be in the forefront of the movement in order to develop an effective strategy for the agribusiness of tomorrow together with all interest groups", Garbers addressed to the Federal Minister of Agriculture.

Agritechnica took place from 10 to 14 November 2015 at Hannover, Germany. Agritechnica 2015 focused not only on the newest technology but also on the management, services and smart farming methods that are becoming so crucial throughout the industry. It is not only the largest agricultural machinery show in the world, but also the most international and comprehensive. It is organised by the DLG – the German Agricultural Society – a non-profit company dedicated to furthering agricultural knowledge across borders. With some 2,907 exhibitors, around 450,000 visitors – including more than 100,000 from overseas – Agritechnica has matched its figures from 2013.

Mr. Sumit Sharma, Regional Manager North, VDMA India visited this exhibition. He also made a Presentation on Component Industry on 12th November in Hanover.

The next Agritechnica is scheduled to take place from 14 to 18 November 2017 (Preview Days on 12 and 13 November) at the Exhibition Grounds in Hanover.

**1.4 Cleaning Systems**

**Cleaning Sector Skills for Indian Facility Management (CSSIFM)**

Who we are?

German Engineering Federation (VDMA) in association with Deutsche Gesellschaft fuer Internationale Zusammenarbeit (GIZ) GmbH has
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3C-10C MECHANICS® SERIES
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developed an innovative Skill Development Program in “Cleaning Sector Skills for Indian Facility Management (CSSIFM). VDMA is the association of German Plant and Machinery Manufacturers and is the largest engineering industry network in Europe with 39 specialist associations comprising more than 3100 member companies.

The pilot ‘Training of Trainers’ of the project was launched in January 2013 and in the second phase the ‘Training of Trainees Program’ was launched, at the newly built GMR Varalakshmi Training Institute, near Dwarka and at Don Bosco Yuva Kendra New Delhi in May 2013. Since then the program has started at two more locations in Hyderabad and Bangalore with GMRVF and DB Tech respectively as lead partners.

Cleaning machinery and equipment manufacturers like Alfred Kaercher GmbH, Roots India and Columbus GmbH, Vileda, Vermop are members of the VDMA and are actively sponsoring the project with their machines and equipments and training know-how.

Objectives?

- Sustainable improvement of skills of labour force in the cleaning sector through professionally training 900 – 1300 youth from the marginalised sections of the society every year
- A standardised training curricula and program for professional and mechanised cleaning for cleaning workers and supervisory levels
- A greater representation and cohesiveness of FM sector for standardised skill-sets and labor practices by way of decent wage, health benefits, insurance benefits, leave with wages, bonus, safe working conditions etc. and their overall well-being
- Improving professional image of cleaning in India by linking Skill India and Clean India Campaigns of Government of India

Project Features

The multi-stakeholder arrangement of the project has ensured efficient delivery and buy-in of the first-of-its-kind training program in India. The curricula has been drawn from 3-year German apprenticeship model of ‘Cleaning & Hygiene Expert’ and adapted to suit Indian skill-sets and market demand. The trainees are given hands-on experience on cleaning machines like Single-Disc Scrubber, Industrial Vacuum Cleaners and Scrubber-Driers.

Project Successes

- Over 400 candidates have been trained across different locations through ‘Facility Care and Management’ (FCM) - a 30-45 days entry-level program for potential cleaning workers.
- High demand of trainees in the age group 18-35 with 90% placement rate. Also, are promoted at a quicker rate (6 months to a year) to supervisory position compared to existing frontline staff
- After 6 months of establishing programs, FM companies have offered higher wages than prescribed minimum wages or supplemented with provisions like accommodation and food
- Greater number of school drop-outs want to have a sustainable career in cleaning/FM industry accounting for lesser industry attrition.

Future Plans

- Newer training centres through CSR initiatives to create a multiplier effect through training of trainers and master trainers
- Focus on developing 3-4 days specialised courses viz. supervisors training, hospital cleaning and facade cleaning
- Establishing a task-force of strong FM players for greater industry cohesiveness and standardisation of skill-sets. Partnering with National Skill Development Corporation (NSDC) for a separate Sector Skill Council for Facility Management
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From 22 to 25 September 377 exhibitors from 22 countries (2013: 361/20) presented a comprehensive overview. More than 20,000 representatives attended this exhibition of the international cleaning industry in Berlin, including some 17,000 trade visitors (2013: 16,200) from 66 countries (2013: 65). They came to find out information from the manufacturers of cleaning machines, cleaning equipment as well as about cleaning, disinfecting and care products.

The Congress was themed on ‘People and Business’. As the name suggests, the panel discussions saw expert discussions on topics like 'Challenges from demographic change – the labour market now and in the future'; Framework Conditions and Market Potential in Key Areas'.

CSSIFM Master Trainer Ms. Preyansi Mani along with an alumni from the program Mr. Devendra Negi were invited as panelists for the panel discussion on ‘International Comparison of Training’.

The panelists were:
- Karl Breer, Instructor, Management Breer Gebäudedienste
- Mario Gómez, Former Trainee, Germany
- Clive Damonze, Instructor, Director, Metro Cleaning Services
- Linda Dyaro, Ex-Trainee, Metro Cleaning Services, South Africa

Trainers from Germany and South Africa who also participated with their ex-trainees. The discussion focused on how professional cleaning workers (participant ex-trainees) have found their success through mentoring and undergoing professional programs in cleaning sector that has equipped them with adequate knowledge, hands-on skills in machines and chemicals and behaviour to stand out exceptionally in their field and place of work.

1.5 Construction
CECE-CEMA Summit examines the issue of digitization and its implications for the sector, the people and EU policies
At their joint political summit, held in Brussels on September 23, the presidents of CECE and CEMA (the European Agricultural Machinery Association) have presented to the EU institutions a Manifesto with 5 EU priority actions for a successful digital transformation of the construction and the agricultural machinery industries.

Smart regulation to cover virtual testing and self-propelled vehicles
Doing this, the two industries underline that when it comes to mastering the transition towards higher-value digitised machines and processes, EU legislation has a prominent role to play. Digital technologies are set to transform the two industries and products in the years ahead and will reshape the value chains they service. For manufacturers and customers alike, this means considerable change, challenges and opportunities. “We need a smart regulatory framework that helps to unlock the full potential of the digital economy “, said CECE President Eric Lepine upon the presentation of the Manifesto which explains what this could mean in practice: A smart regulation would for example make sure that relevant EU regulation recognize virtual testing of machines so it can replace, reduce and refine conventional tests in the future. Also the current requirement that a human needs to be in control of a vehicle at all times may need to be reviewed.

A reliable, secure and trustworthy cyberspace is needed
Digital economy needs a harmonized, European approach to achieve a high degree of interoperability and compatibility of digital technologies and systems. Users and manufacturers should have a reliable, secure and trustworthy cyberspace. In line with this, European approaches are needed to establish clear and appropriate rules governing questions such as the ownership, management and exploitation of digital data flows and the role and function of cloud-based platforms in the digital economy. Also EU programs such as the European Investment Plan have a
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role to play in supporting competitiveness and the uptake of innovation in the areas of construction. An adequate broadband infrastructure across the entire EU also is an essential precondition for a successful digital transformation.

Demand for highly skilled workers
Digital transformation would trigger a growing demand for highly skilled workers. The industry claims that digital skills should be integrated more strongly into educational curricula and ongoing skill development programs in relation to manufacturing, engineering, and construction. To tackle the estimated shortage of ICT professionals in Europe in the coming years, Member States should work to establish mutual recognition of ICT qualifications across the EU and promote cross-border mobility.

As a special part of the program of the summit, a select group of young engineers showcased a number of highly innovative industry projects, showing what the future in the sector will look like. For the construction equipment sector this included Pivoted Drive Unit of Road Milling Machine by Tobias Stinner of Wirtgen, a Parallel to Surface by René Müller of Wirtgen, the Green Wheel Loader by Oliver Koch and Markus Schneider of Technical University of Dresden and the Closed Loop Proportional Hydrostatic Drive System by Henry Hudson and Niall McNamee of Caterpillar. Their profiles and detailed information on their projects are available on the Summit website.

More information at http://www.cece-cema-summit.eu or http://www.cece.eu

About CECE
The Committee of European Construction Equipment represents and promotes the European construction equipment and related industries in order to achieve a fair competitive environment via harmonized standards and regulations. CECE is a European network consisting of a secretariat in Brussels and national association offices in 13 different European countries. The industry behind CECE comprises 1,200 companies. In 2014, the industry had a total revenue of 25 billion Euros and employed 130,000 people directly. For more information, please visit www.cece-cema-summit.eu

Warning on visibility causes uncertainty among machinery manufacturers and operators - VDMA position paper provides assistance
Ever since the warning issued by the EU Commission in relation to the requirements set out in European standard EN 474-1 on visibility for earth-moving machinery came into effect on 28 January this year, there has been uncertainty as to when an earth-moving machine meets statutory requirements and what measures are required for safe operation and, consequently, operation in compliance with applicable regulations.

For manufacturers the warning means that for any earth-moving machinery placed on the market after this date it can no longer be assumed that in meeting the requirements set out in EN 474-1 they will have complied with statutory requirements concerning visibility. The so-called presumption of conformity does not apply. This could give rise to considerable problems, especially in case of legal proceedings. Since the presumption no longer applies, the manufacturer may under certain circumstances have to prove that the precautions he has taken within the framework of the risk assessment were sufficient, in other words that he is not at fault. Similar considerations apply to machinery operators. Where an accident occurs as the result of an inadequate risk assessment, this can have significant consequences. The standard committee is currently working on the revision of EN 474-1. Completion and the concomitant lifting of the warning are not to be expected before late 2016, the respective committee (CEN/TC 151) has stated.

Five points suggested for the risk assessment
To provide manufacturers and operators with help in the intervening period, the VDMA Construction Equipment and Building Material Machinery Association has now issued a position paper. Among other things this provides detailed explanations of the statutory obligations with which the manufacturer must comply with regard to the documentation involved and, as a consequence, the drawing up of the declaration of conformity.

The responsible EU committee has suggested the following five points, which the VDMA recommends should be taken into account in the risk assessment as of now:
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GUWAHATI 0361 2234738 | RAIPUR 0771 2562325
direct visibility must have priority,
- near field visibility must be improved by lowering the test specimen from 1.5 m-1.0 m,
- visibility aids such as camera monitor systems or mirrors must be mounted in the forward direction
- visibility aids must not be impaired due to movable machinery parts, e.g. excavator arm,
- mirror-to-mirror systems are not permitted.

VDMA issues warning against putative panaceas
If certain machines do not comply with these criteria, the VDMA position paper suggests that measures should be selected which are state of the art and comply with the protection objectives “as much as possible”. An explicit warning is given against putative panaceas. The camera monitor systems available on the market cannot be considered safety systems, only comfort or assistance systems. They cannot replace construction site organisation and communication. Also viewed critically are the visibility maps currently being discussed. These are intended to show the driver which areas the driver cannot see at all or can only see with difficulty. It has not yet been proved that these lead to better safety. The position paper also sets out other arguments against their effectiveness.

Operators and employers are advised to check their risk assessments meticulously for each machine application and to update them where necessary. During the current transitional period there should be an "emphasis on organisational and personal protective measures". This can include increased use of additional human guides and the adjustment of construction site organisation. The VDMA position paper also suggests referring to the rules of the Employers’ Liability Insurance Association for the Construction Industry concerning earth-moving machinery (BGR 500, Clause 2.12) and the document published by the Federal Institute for Occupational Safety and Health entitled "Bekanntmachung zur Betriebssicherheit 2111" (Information on occupational safety 2111). Operators can also contact the machinery manufacturers to obtain further information.

The position paper is available for downloading in German and in English at the following link http://bub.vdma.org/article/-/articleview/10279543

VDMA German Pavilion at EXCON 2015
The 8th International Construction Equipment and Construction Technology Trade Fair, EXCON 2015 was held between 25th and 29th November 2015. A German pavilion was organised with Federal Republic of Germany and supported VDMA at the exhibition, where around 28 German companies participated. This is the largest Construction Equipment Exhibition in South Asia with 2,20,000 Sq.mts of exhibition display area. The show had more than 850 Exhibitors including 275 from Abroad, Country Pavilions of China, Germany, Italy, South Korea and Sweden and more than 32,000 Business Visitors.

Excon is organized by the Confederation of Indian Industry (CII) along with the Indian Construction Equipment Manufacturers Association (ICEMA). This event enables networking with all industry experts in a single platform including those from prestigious industry bodies like Builders Association of India (BAI). This event also coincided with a conference on Rebooting Infrastructure by ICEMA, CII, Department of Industrial Policy and Promotion.

Mr. Anand Sundaresan, President, ICEMA, in his welcome address, said that the conference is being held at an opportune moment where on the one hand, there is huge potential for infrastructure development and opportunity for the construction equipment business to grow, on the other hand, the manufacturers of construction equipment are cautiously optimistic due to negative growth in the last 3-4 years.

The conference would deliberate on key challenges in accelerating growth of infrastructure with focus on sustainable development. Other focus areas of the Conference include; Make in India – Components & Aggregates Manufacturing; Easing regulatory policies for successful implementation of projects; Construction Equipment Financing; Upgradation of Technology; Skills & Manpower Development.
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ICEMA and CII published a Report on Indian Construction Equipment Industry - Vision 2020. The report was released on 25th November by Shri Nitin Gadkari, Hon'ble Minister of Road Transport & Highways and Shipping, Government of India at the inaugural ceremony of EXCON 2015. The key features of the report would be (a) state of infrastructure industry in India (b) current demand scenario of Indian construction equipment (c) critical issues faced by the ICE industry (d) future outlook and projected market size of equipment by 2020, and (e) the way forward on the critical issues faced by the ICE industry in India.

1.6 Food Processing and Packaging Machinery

German food processing and packaging machinery industry: Optimistic outlook for 2015 and 2016

Looking back on a five-year period of growth with a production increase of 4% in 2014 alone, the expectations of the German food processing and packaging machinery industry were high in 2015, despite the crisis in Russia. In the first nine months of 2015, orders received of the food processing and packaging machinery industry decreased by 3% compared with the same previous year’s period.

As usual, the development in the two areas of food processing and packaging machinery differs greatly. In the first nine months of 2015, incoming orders in the food processing machinery industry were 4% less than the previous year's figure. Domestic orders decreased by 26%, whereas orders from non-euro countries increased by 9%.

From January to September 2015, the incoming orders of packaging machinery without beverage packaging machinery show an increase of 2% compared with the same period of the previous year. Domestic orders rose by 12%, orders from non-euro countries increased by 9% and order from euro-countries showed a plus of 4% compared to the same period of the year before.

German exports of food processing and packaging machinery

The outlook for the food processing and packaging machinery industry remains positive. In the past, the industry proved to be less affected by political or economic crises than other branches of mechanical engineering. For the first time since the global economic and financial crisis in 2009 export of food processing and packaging machinery decreased. During January and August 2015 the German manufacturer exported 3% less machinery and equipment (5 bn. Euros) compared with the previous year’s period.

It is expected that till end of the year 2015 orders received will increase. In September the global trade fair for the bakery industry, iba, has been very successful. This will have positive impact on incoming orders. In addition, there were positive signals especially in the second half of the year from the major trade fairs abroad, for example, in the USA, UAE and Russia. For 2015 we therefore expect an increase in turnover of 4%.

For 2016 we expect also an increase in turnover between 3% and 5%. The post show business of iba as well as the global trade fair for meat processing and packaging, IFFA, which will take place in May 2016, will fire the demand.

**TOP 10 sales markets 01-08/2015; in million euros**

<table>
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<tr>
<th>Country</th>
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<tr>
<td>USA</td>
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<td>Netherlands</td>
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VDMA Process Plant Equipment and Food Processing & Packaging Machinery,
Mr. Richard Clemens, Managing Director

India is a diverse country with interesting food culture, and this feature opens doors for food processing machine manufactures from across the world. Acknowledging the Indian mindset, numerous German companies have been working in India in this field. Alternatively, ‘Made in Germany’ technology is well-accepted by Indian buyers. Here is Clemens’ take on the future of the food processing industry in India.

How do you perceive the growth of the food processing sector globally as well as in India?
This industry sector is strongly driven by criteria such as a growing population and an overall rising income. In recent years, the worldwide production of food products has been continuously increasing, which is also a norm in India. Also, globalization has given us new opportunities. The demand for food processing and packaging related machinery and plants have grown incrementally. This situation makes the climate favorable for German manufacturers who wish to start or expand their businesses in India.

Please elaborate on how the Indian food processing sector is evolving? How do you see the ‘Make in India’ campaign influencing the growth of the process industry in the country?
I believe that India has a strong backlog demand for modern food processing and packaging technology. The local mechanical engineering industry has undergone excellent development and thus, many of our members have their own production sites in the country. In view of the huge population, strong raw material base and immense loss of food products owing to inadequate processing and packaging, we see a bright future for the industry. Furthermore, the Indian government has planned to build several food parks in the country, which is an additional encouraging factor for German food processing machine manufacturers.

The Indian market is considered to be cost sensitive. In this backdrop, how is the approach of Indian customers towards adopting German state-of-the-art technology?
In my opinion, prices of food processing and packaging machineries are more or less the same across the globe. German manufacturers individually serve their customers and deliver tailor made machineries, which is clear a competitive advantage and secret behind their success. Their export ratio amounts to more than 90%. Further to all price discussions, the lifetime cost of a machine has to be taken into consideration. One should not only concentrate on the purchase price. Factors such as energy efficiency of the machine or less consumption of raw/packaging materials make the process cost efficient.

Furthermore, Indian customers greatly appreciate ‘Made in Germany’ technology. If you observe German export to India in the field of food processing and packaging machinery, since 2011, it has been over €100 million. Only in 2014, it dropped to €94 million.

Post the announcement of ‘ease of doing business’ by the Government of India, in what ways do you think the attitude of the international players have changed towards investing in India?
Many of our member companies have been represented in India for a fairly long time. In recent years, we have recognized that subsidiaries are specifically established for the needs of the local production, meaning that machinery is directly built in India. Those machines are not only manufactured for the local market, but they are also exported. Gradually, India has become important production site for the German companies. Initiatives such as ‘ease of doing business’ will definitely boost German companies to further expand their businesses in the country.
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The Indian team acts as a bridgehead for India and Germany, by facilitating companies to expand in either country. Our fruitful cooperation comprises the individual support for the companies as well as assistance during events such as exhibitions, seminars, workshops, conferences, and so on, in India and Germany.

**VDMA Symposium: German technology for the Indian confectionery industry**

On 8th December 2015 the VDMA Symposium "German Technology for Confectionery Production and Packaging" took place in The Leela Hotel in Mumbai. 13 German companies presented their latest technologies for production and packaging of confectionery products. With more than 140 participants of the Indian confectionery industry, the symposium was very successful. The experts came from multinational companies as well as from local medium sized Indian companies.

The lecture program gave an overview about all steps and varieties of confectionery production. From raw material handling and roasting technology to processing technology for cocoa, chocolate products, bars, hard and soft candy, wafers and biscuit to packaging solutions for all these products. All speakers introduced a wide variety of product ideas and suitable technology.

Other core topics in the lecture program were hygienic design of equipment, flexibility, after sale service concepts as well as energy efficiency. During the table-top exhibition, all participant used the opportunities to discuss special requirements and product ideas with the German representatives.

The Indian market for confectionery is growing steadily. Within the last years, the confectionery industry in India has already invested a lot of money in the modernization and extension of its capacities. The imports of confectionery machines increased continuously and 40% of all the imported machines are of German origin.

This shows clearly - the Indian Confectionery Industry counts already on technology ‘Made in Germany’ to ‘Make in India’. With the VDMA symposium the German companies wanted to deepen already existing contacts and establish new contacts alike. These expectations were totally fulfilled. The VDMA Symposium was organized by VDMA India office.

**interpack 2017: exhibitor registration now open**

The international flagship trade fair of the packaging sector and related processing industries will be taking place at Düsseldorf’s exhibition grounds from 4 to 10 May 2017. Companies of the packaging and processing sector in the fields of food, beverages, confectionery, bakery products, pharmaceuticals, cosmetics, non-food consumer goods, industrial goods and associated services can register as of now for interpack 2017. It is possible to register for interpack 2017 online at www.interpack.com/1330. Companies who took part in interpack 2014 can retrieve their existing details. The official closing date is 29 February 2016. interpack is a platform for complete value chains, encompassing processes and machines for the packaging and processing of packaged products as well as packaging materials, packaging means and their production, and finally services to the packaging industry. The last interpack in May 2014 attracted some 175,000 experts from 190 countries.
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Telefax +49-9852-8768-41
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Internet www.hunger-service.de

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1.7 Fluid Power - Power Transmission

WIN INDIA 2015 (World of Industry) paves way to India’s growing manufacturing industry with its 9th edition in New Delhi

“Make in India”, the Indian government’s program to modernize manufacturing and attract foreign investment, took center stage at WIN INDIA 2015. “Make in India” generated a huge amount of attention at HANNOVER MESSE in April. It carried the momentum to New Delhi in order to support India’s goals of upgrading infrastructure, manufacturing and logistics,” said Wolfgang Pech, Senior Vice President at Deutsche Messe. “Not only did this year’s WIN INDIA showcase the latest solutions for Integrated Industry, but it also featured an expansive educational and skill development program designed to bring India’s industrial workforce up to speed with the latest technologies. This year, WIN INDIA 2015 also highlighted the initiatives undertaken by Central & State Government of the manufacturing & engineering sector. “China, Germany and Korea presented country pavilions. WIN INDIA 2015 attracted 9,420 visitors.

From 9–11 December at the Pragati Maidan exhibition center in New Delhi, 350 exhibitors from 21 countries demonstrated cutting-edge technologies and solutions for modernizing factories and warehouses. At the same time Indian government and industry organizations presented the benefits of setting up production in India. Under the motto “Integrated Industry – Get New Technology First” WIN INDIA’s four trade fairs – Industrial Automation INDIA, MDA INDIA, CeMAT INDIA, and Surface Technology INDIA – covered four key industry sectors: production and process automation, power transmission and fluid technology, materials handling and logistics, and surface treatment.

Daniela Behrens, State Secretary, Ministry for Economics, Labor and Transport of Niedersachsen, led a business delegation from Lower Saxony to visit WIN INDIA and meet with Indian business executives and politicians. “India was Partner Country at HANNOVER MESSE 2015, which has already led to numerous business contacts. Now it is time to expand, strengthen and further intensify these contacts. The trade fair is thus a tremendous platform and an ideal contact exchange,” said Behrens.

For the first time at WIN INDIA, India’s Automation Industry Association (AIA) staged its Automation Training Zone (ATZ), which is based on the “Make in India” and “Skill India” initiatives and educates end-users about the latest automation technologies, the CeMAT Application Park, provided as a live demonstration area hands-on learning opportunities via a complete supply chain management system.

State Secretary Behrens opened the WIN Industry Summit on 9 December together with Shri Anant Geete, India’s Minister for Heavy Industries and Public Enterprises. Further highlights of the three-day program included keynotes on digitalization in the factory, and the future of warehousing. Panel discussions about training and skills development and logistics parks rounded out the program.

In continuation with the success of Hannover Fair 2015 the biggest engineering show on earth where India was the partner country after 2009, 9th edition of MDA Forum India was organized by German Engineering Federation (VDMA) on 11th December 2015 at Pragati Maidan, New Delhi concurrent to WIN INDIA /MDA INDIA which has held from 9-11th December 2015.
WIN INDIA is the platform for global brands to connect for the latest developments in technology and provides a benchmark for networking. WIN INDIA hosted 4 specialized and dedicated industrial fairs under one roof, which are designed to cluster particular kind’s manufacturers together. “MDA INDIA” focussed on Motion, Drive and Automation, Hydraulics & Pneumatics, Electro-Mechanical Transmission.

The half day program was comprised of a panel discussion, technical presentation from VDMA member companies & leading Indian companies, on different topics in the field of Fluid power and power transmission engineering.

The panellist were Mr. Hans Bangert, MD, Bosch Rexroth; Mr. Kapil Seghal, MD, Bucher Hydraulics; Mr. Ruediger Schroeder, MD, Karcher Cleaning Systems; Mr. PL. Muthusekkar, MD, NORD Drive systems; Mr. Jetinder Nath, MD, Sigma Freudenberg. The panellist enlightened the audience with their experience, vision and activities in AN hour long discussion on “Training & Skill Development in India moderated by Mr. Rajesh Nath, MD, VDMA India.

After the panel discussion 3 presentations were lined up on the theme of "Hydraulics in Mobile application." under Industry session. In each of their 15 minutes presentation and Q&A session of 5 minutes thereafter all the speakers put light on with the various facades of application, criticality, challenges & opportunities, technological advancement in mobile Hydraulics. Mr. Nicolas Poels, Key account manager from Jungheinrich focused on “Criticality of Hydraulics in Material Handling Equipment”. Mr. Soami Das, from Eaton Fluid Power spoke about on “Power Management in Hydraulic System – The Need of our Time”. The last speaker was Mr. Shivraj Joshi who shared his views on the topic “Technological advancement in Mobile Hydraulics & future challenges”.

Both the session witnessed a footfall of around 70 participants from Government, exhibitors, industry & media. Mr. Nath and Mr. Peter Michael Synek from VDMA Frankfurt thanked the panellists for their active participation in the session.

“Adapting the transforming industrial landscape and aligning with our 2016 strategies, WIN INDIA 2016 will move from the Political capital to the Commercial capital – Mumbai. The western region has fast developed as the manufacturing & engineering hub with emergence of industrial belts such as Chakan-Ranjangaon-Talegaon. The move to Mumbai also opens up to various user sector industries for WIN INDIA. In continuation to our commitment to promote Prime Minister Narendra Modi’s ‘Make In India’ vision, Department of Heavy Industries, Government of India and State Government of Maharashtra has welcomed the move and expressed their interest to support WIN INDIA next year in Mumbai” said Mr. Mehul Lanvers Shah, Managing Director, Hannover Milano Fairs India Pvt Ltd, organizer’s of WIN INDIA.

WIN INDIA 2016 is scheduled for 1 – 3 December 2016 at the Bandra Kurla Exhibition Center. WIN INDIA is organized by Hannover Milano Fairs India Pvt Ltd, Deutsche Messe’s subsidiary in India, and belongs to Deutsche Messe’s HANNOVER MESSE Worldwide portfolio, which includes events in Canada, China, Turkey, and the United States. WIN INDIA is endorsed by the Indian government’s Department of Heavy Industry.

With revenue of 280 million euros (2014), Deutsche Messe AG ranks among the world’s ten largest trade fair companies and operates the world’s largest exhibition center. In 2014, Deutsche Messe planned and staged 134 trade fairs and congresses around the world – events which hosted a total of over 41,000 exhibitors and some 3.6 million visitors. The company’s event portfolio includes such world-leading trade fairs as CeBIT (digital business), HANNOVER MESSE (industrial technology), BIOTECHNICA/LABOLUTION (biotechnology and lab technology), CeMAT (intralogistics and supply chain management), didacta (education), DOMOTEX (carpets and floor coverings), INTERSCHUTZ (fire prevention and rescue), and LIGNA (wood processing and forestry technology). With approx. 1,200 employees and a network of 66 representatives, subsidiaries and branch offices, Deutsche Messe is present in more than 100 countries worldwide.
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1.8 Mining

German mining machinery manufacturers expect 3% drop in sales

The surplus of raw materials, particularly metal, together with a corresponding massive fall in prices have also left a mark on German mining machinery manufacturers’ balance sheets. The industry expects a 3% drop in sales to 3.62 billion Euros for the current year. Manufacturers have a positive outlook on the future.

The downward trend has continued on the domestic market for mining machinery manufacturers in Germany. Political discussions about the future of lignite fuelled power stations in Germany is putting pressure on investment levels. The branch expects a decline in sales of some 8% to 210 million Euro for the industry in the current year. A continuing decline in profits is expected for 2016.

Incoming orders and turnover in Germany – Mining Equipment

Manufacturers expect a 3% fall in international sales to 3.41 billion Euros this year. The Mediterranean and Middle East account for the largest export markets (17%). Saudi Arabia has become the largest customer with an 8% share. Together with Iran, governments there want to reduce their dependency on oil. Mining is being developed as an additional mainstay. Latin America is the second biggest sales region with an 11% market share, followed by China with 8%, the USA with 7% and Russia with approximately 5%.

Decline in Exports

The industry expects a further low single-figure percentage decline in exports for the coming year. The president blames this on weak investment levels due to ongoing poor results from raw material producers. They are currently fighting falling prices by shutting down production plants. Some analysts expect the copper surplus to turn into a shortage as early as 2017. But given the difficult situation, all in all German mining machinery manufacturers have done really well. Significant adjustments to staffing levels have been avoided, with the number of employees falling by only about 600 to 13700 over the past twelve months.

The Indian market developed for mining equipment manufacturers relatively favourable this year. For the first eight months exports doubled to an amount of 27.7 million Euro. This is still far away from the peaks reached in 2008 or 2011. But it confirms the hope in an increasing mining business in India. Machines most ordered had been those for crushing or milling of minerals (48%) followed by machines for extraction, roadway driving respective tunnel boring machines (40%).

Positive outlook – new areas of business in sight

Not only regarding the Indian market German mining machinery manufacturers hold a positive outlook on the future. An increasing number of companies are registering a rise in customer enquiries. Some sectors are also developing new areas of business, for example in hard-rock mining. They assume that demand for the raw materials extracted in hard-rock mining will increase substantially as a result of a global expansion in alternative methods of energy production. Manufacturers see the need for raw material producers to reduce costs as a further cause for optimism, since this can only be achieved by increasing efficiency. A global trend toward increasing safety also benefits German manufacturers.

In order to maintain their leading position, particularly in the underground mining sector, manufacturers have been involved with Industry 4.0. The industry presented the first machinery to mine coal or other material entirely independently and autonomously in early 2010, and in global comparison is at the forefront of modernising its own production facilities. Furthermore German manufacturers and VDMA Mining do a lot to keep a leading position in mining technology, especially in underground mining. In our steering committee the manufacturers discuss the development in mining technology and promote collaborative research in cooperation with mining universities in Germany.
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For more information, visit www.beumergroup.com
Incoming orders and turnover in Germany – Mining Equipment

![Graph showing incoming orders and turnover in Germany from 2006 to 2015]

Source: VDMA

Indian market for mining equipment in an upswing

Germany: Exports of mining equipment to India

![Graph showing exports of mining equipment from Germany to India from 2007 to 2016]

Zentrale 01/2007 - 08/2015

Deutschland-Indien / Gutevorder 12 Monatsdurchschnitt

Quelle: Eurostat, Statist. Bundesamt

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1.9 Plastics

**New EUROMAP Recommendation 78 published**

The Technical Commission of EUROMAP has published the new recommendation EUROMAP 78 "Electrical Interface between Injection Moulding Machines and External Safety Devices". It is the successor of EUROMAP 73 which is based on the usage of three limit/safety switches in external safety devices. EUROMAP 78 facilitates the use of new technologies such as electronic door switches or transponders by using two-channel safety signals with specified Performance Levels in accordance with ISO 13849-1. With two subtypes safety device with and without guard locking are covered.

All recommendations can be downloaded for free from the website http://www.euromap.org/technical-issues/technical-recommendations

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**Export of Plastic and Rubber Machinery to India**

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<td>Export (1,000 €)</td>
<td>36,080</td>
<td>23,132</td>
<td>46,096</td>
<td>105,308</td>
</tr>
<tr>
<td></td>
<td>Changes over Previous Year (%)</td>
<td>709.5</td>
<td>44.1</td>
<td>80.0</td>
<td>128.3</td>
</tr>
<tr>
<td></td>
<td>Top Destinations</td>
<td>6</td>
<td>18</td>
<td>4</td>
<td>8</td>
</tr>
</tbody>
</table>

---

**International exports to India**

<table>
<thead>
<tr>
<th>Year</th>
<th>Value (1,000 €)</th>
<th>Change over Previous Year (%)</th>
<th>Share in Total Export (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2014</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1</td>
<td>China</td>
<td>142,577</td>
<td>14.2</td>
</tr>
<tr>
<td>2</td>
<td>Germany</td>
<td>81,336</td>
<td>-6.6</td>
</tr>
<tr>
<td>3</td>
<td>Taiwan</td>
<td>37,954</td>
<td>-14.2</td>
</tr>
<tr>
<td>4</td>
<td>Japan</td>
<td>37,601</td>
<td>-25.7</td>
</tr>
<tr>
<td>5</td>
<td>Italy</td>
<td>32,617</td>
<td>21.0</td>
</tr>
<tr>
<td></td>
<td>Total Export</td>
<td>490,284</td>
<td>1.4</td>
</tr>
</tbody>
</table>

---

**2 Day Indo-German Seminar**

For the 7th time, Organisation of Plastic Processors of India and German Plastic and Rubber Machinery Association within VDMA jointly organize the Indo German Plastic Technology Seminar (focusing "Plastic Applications in Automobile industry") on 9th & 10th February 2016 at Hotel Hyatt Regency, Pune with the aim to introduce a wide range of emerging plastic processing technologies to the Indian Plastic Processors.

The seminar will be attended by reputed personalities as speakers both from Europe & India and would deliberate on various facades of application of plastics in the automotive, technological advancement, Indian market through technical presentation, panel discussion.

For registration and more details, please contact Mr. Deepak Lawale, Secretary General, OPPI, Tel:022-66923131/32, E: oppi@vsnl.com

May 30–June 3, 2016
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Welcome to IFAT 2016!
1.10 Process

IFAT 2016 Munich – The global market for environmental technologies

resources. innovations. solutions.

As the world’s leading trade fair for environmental technologies, IFAT presents strategies and solutions in the sectors for water, sewage, waste and raw materials management for using resources in intelligent cycles in a manner that ensures their long-term preservation. The trade fair runs from May 30 - June 3, 2016 in Munich, Germany. When it was held in 2014, around 3,081 exhibitors from 59 countries presented their extensive products and service portfolios to a total of 135,000 visitors from 168 countries. The visitors came from the following sectors: 25% from the industry and manufacturing sector, 32% municipal utilities and waste management organizations, 20% from engineering offices, consultants or service-providers, 13% from trade and universities and 10% are private utilities and waste management organizations.

Inspiring and spectacular for example are the live demonstrations at the IFAT: for what will be the eighth time, the VDMA Waste Treatment and Recycling Technology Association is organizing the VDMA Practical Days on waste preparation and conditioning technologies. Another one is the demonstration of the German Federal Agency for Technical Relief (THW). THW presents preventative systems for flood protection and shows mobile systems for purifying drinking water in actual use. Take advantage of this opportunity to visit the exhibition and make promising business contacts!

The VDMA Waste Treatment and Recycling Association (WTR) is once again the ideal supporter and partner for the IFAT and will be staging a wide-ranging programme of events throughout. The VDMA Practical Days – organized by WTR – have become an institution by now. Leading international manufacturers will present their latest machines of reduction technology, screening equipment and feeder units at eight live moderated demonstrations. These demonstrations will include a range of crushing and sorting technology for everything from standing timber and root wood to garden waste. Of course visitors will also be shown just how construction machinery can ensure effectiveness and efficiency. We expect about 5000 visitors for this upcoming event. As in previous years, the VDMA Practical Days will be held outdoors, north of halls C2 and C3. Additionally to the Practical Days, the WTR Association within VDMA will organize a country specific conference. WTR will also have its own booth at IFAT in hall C2.

Water is the elixir of life. This message is also transported by the central blue element in the IFAT logo. It symbolizes the focal area water and wastewater. At the exhibition, the key sectors “water extraction and utilization”, “water and sewage treatment” and “water distribution and sewers” will present the necessary technology to extract and efficiently distribute water as a basic resource in an economical and environmentally friendly way and to recycle it intelligently in water circulation systems after use. It is here that exhibiting members of the Water and Wastewater Technology Group within the VDMA Process Plant and Equipment Association introduce their components and systems for sustainable water management at IFAT 2016. The latter association has its own booth in Hall A6 together with the associations Valves, Pumps + Systems and Compressors, Compressed Air and Vacuum Technology.

IFAT’s range of products and services is tailored to an international audience with great deal of decision-making expertise. This is an opportunity that you should use. Come with a delegation to Munich and find out more about the future market for environmental technologies. The VDMA will support you in planning the trip and will also organize a tour at the fair. Should you require any further assistance, please do not hesitate in contacting us. For more information about the fair, the exhibitors and live-demonstrations, please visit (http://www.ifat.de/en).

Contact VDMA: Ms. Stephanie Schink
Stephanie.schink@vdma.org
Automation for the future

The name ifm electronic stands for a wide range of different sensors and systems for automation technology. For forty years the company has been researching, developing and producing with the aim of optimising technical processes and conserving resources. ifm electronic successfully provides system solutions that are both innovative and economical. From an individual sensor and matching accessories to a complete system solution.
1.11 Robotics + Automation

Dr. Norbert Stein New Chairman of VDMA Robotics + Automation

Sector expects 5% turnover growth in 2016

Dr. Norbert Stein, Managing Director of VITRONIC GmbH, Wiesbaden, Germany, has been elected Chairman of the VDMA Robotics + Automation Association for a three year term. Stein follows Hans-Dieter Baumtrog, Senior Vice President ATS Automation Tooling Systems, Winnenden, Germany, whose term of office ended after three years. At the Members’ Assembly of VDMA Robotics + Automation held in Frankfurt last Saturday, he was honored for his contributions and dedicated service of 25 years to the industry.

“Our sector is continuing its growth path. After achieving the 12 billion euro turnover threshold in the current year, we expect a further increase of 5% to 12.6 billion euros in 2016. Our technologies are in high demand worldwide”, Stein stated on the occasion of his inauguration.

Wilfried Eberhardt, Chief Marketing Officer of KUKA AG, Augsburg, Germany, has been elected Deputy Chairman of VDMA Robotics + Automation.

The new Board consists of:
- Dr. Norbert Stein (Chairman), Managing Director of VITRONIC Dr.-Ing. Stein Bildverarbeitungssysteme GmbH, Wiesbaden, Germany
- Wilfried Eberhardt (Deputy Chairman), Chief Marketing Officer of KUKA AG, Augsburg, Germany
- Dr. Horst Heinol-Heikkinen, Managing Director of Asentics GmbH & Co. KG, Siegen, Germany
- Dr. Olaf Munkelt, Managing Director of MVTec Software GmbH, Munich, Germany
- Cornelia Püschel, Managing Partner of PÜSCHEL Automation GmbH & Co. KG, Lüdenscheid, Germany
- Dr. Christian Ripperda, Vice President/Technology Director of ISRA VISION AG, Darmstadt, Germany
- Stefan Roßkopf, President and CEO, teamtechnik Maschinen- und Anlagen GmbH, Freiberg, Germany
- Gottfried Schumacher, Director Product Management Assembly Technology, Bosch Rexroth AG, Stuttgart, Germany
- Volker Spanier, Head of Factory Automation Division, EPSON Deutschland GmbH, Meerbush, Germany
- Michael Sträb, Chairman of the Supervisory Board/President of Güdel Group AG, Langenthal, Switzerland
- Dr. Michael Wenzel, Senior Vice President, Reis Group Holding GmbH & Co. KG, Obernburg, Germany

Separate ISO Committee for robotics

For the international robotics standardisation activities a separate Technical Committee (ISO/TC 299) will be established. The official starting date for the work of this TC will be 1 January 2016. At the September 2015 meeting the ISO Technical Management Board (TMB) adopted a corresponding resolution, which approved a proposal submitted by ISO/TC 184 “Automation systems and integration” to establish ISO/TC 184/SC2 „Robots and robotic devices“ as a separate Technical Committee (TC). The separation of the committee was approved
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because the field is rapidly evolving and expanding, therefore the establishment of a new TC handling standardisation of such strategically important technology was supported.

The membership of ISO/TC 184/SC2 will be carried over into ISO/TC 299. The creation of ISO/TC 299 will not impact the progress of existing work items in the sector – current projects will be re-allocated within this new committee. The secretariat of ISO/TC 299 has been allocated to the Swedish Standards Institute (SIS) which has already hosted the secretariat of ISO/TC 184/SC2. The scope includes standardization in the field of automatically controlled, reprogrammable, manipulating robots and robotic devices, programmable in more than one axis and either fixed in place or mobile. Excluded: toys and military applications.

VDI and VDMA cooperate in machine vision

VDMA is a new supporter of the standard VDI/VDE/VDMA 2632 Part 2: "Machine Vision - Guideline for the preparation of a requirement specification and a system specification" designed to serve suppliers and users of machine vision. Machine vision systems have become an indispensable tool of industrial production. They work fast and contact-free within the production system, executing their tasks in line with the production cycle. But the optical approach is technologically challenging, resulting in specific requirements for the operating environment as well as for the components to be inspected by the machine vision system.

A well-structured procedure is indispensable for successfully implementing a machine vision application. The standard VDI/VDE/VDMA 2632 Part 2 is a guideline specifically geared to these systems and helps to prepare requirement and system specifications covering all issues relevant for later project management. The aspects listed can be applied to measuring as well as positioning, inspection and sorting tasks.

The VDI/VDE Society Measurement and Automatic Control of the Association of German Engineers (VDI) and the sector group Machine Vision of the VDMA (German Engineering Federation) have agreed on a cooperation to jointly disseminate specifications for machine vision. The guideline for the preparation of a requirement specification and a system specification is available from October 2015 as VDI/VDE/VDMA 2632 Part 2.

By cooperating with VDI, VDMA Machine Vision would like to contribute to distributing VDI/VDE/VDMA 2632 Part 2, not only to the machine vision community, but also to users of machine vision systems, since the standard helps to avoid misunderstandings and supports both suppliers and customers of machine vision systems in handling projects efficiently and successfully. VDMA has produced a video clip (www.vdma.org/flawless) illustrating the benefit of carefully prepared requirement and system specifications for machine vision projects in compliance with VDI/VDE/VDMA 2632 Part 2.

The cooperation between VDI and VDMA will go beyond this standard: "We are currently working on yet another standard concerning the acceptance test of classifying machine vision systems," says Michael Heizmann, chairman of the expert committee on machine vision at the VDI/VDE Society Measurement and Automatic Control. "We are pleased that the VDMA is motivating its members to become active in this body because we want to prepare concepts for this important issue that are not only scientifically sound but are also practice-oriented."

Heiko Frohn, CTO of Vitronic and board member of VDMA Machine Vision, welcomes the cooperation: "Our employees are active in VDMA and VDI committees. The well-structured cooperation of both organisations prevents duplication of effort and creates synergies. The result is gratifying: I am not aware of any other standard for the communication between providers and users of machine-vision systems worldwide that is as open, accessible and as broadly accepted. I am pleased that in this important issue we are all pulling in the same direction."

The standard VDI/VDE/VDMA 2632 Part 2 "Machine Vision - Guideline for the preparation of a requirement specification and a system specification" is published by the VDI/VDE Society Measurement and Automatic Control. The standard is available in a bilingual (German and English) edition for the prize of EUR 68.40 at Beuth Verlag (phone +49 30 2601-2260). For further information and online orders please refer to www.vdi.eu/2632 and www.beuth.de.
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VDMA Machine Vision
The VDMA represents over 3,100 mainly small and medium size member companies in the engineering industry, making it one of the largest and most important industrial associations in Europe. As a part of the VDMA Robotics + Automation Association, VDMA Machine Vision unites more than 115 members: companies offering machine vision systems and components. The objective of this industry-driven platform is to support the machine vision sector through a wide spectrum of activities and services. Current activities include statistics and the annual VDMA Machine Vision Market Survey, marketing services, public relations, trade fair policy, future radar, networking events and conferences.

The VDI: Spokespersons, designers, networkers
Engineers need a strong association that supports, promotes and represents them in their work. This task is performed by the VDI Association of German Engineers. For over 150 years it has steadfastly backed engineers. More than 12,000 honorary experts process the latest findings every year to promote our technology location. That's convincing: with about 155,000 members, the VDI is the largest engineering association in Germany. As the third largest standards organization we are also partner for the German business community and scientific organizations.

1.12 Valves
Building valves manufacturer: a lack of market dynamics
The development of the German building valve industry was not untroubled in the first half of 2015. There was a nominal fall in turnover of 1% between January and June 2015 compared with the same period last year. The turnover stagnated at last year's level in the domestic German market. Despite a robust job market, low interest rates and rising incomes, the manufacturers of building valves suffered from a lack of market dynamics in the first half of 2015. Although the business grew by 11% in the eurozone, this was unable to absorb the losses outside Europe. Export turnover decreased by 2% in total, which mainly affected the foreign production facilities of the German manufacturers.

The only growth driver was the sanitary valve product group with a plus of 7%. Turnover in the other product groups had a negative development. These dropped nominally by 13% for technical building valves and by 9% in the heating valve industry. The incoming order trend in June in the three product groups was also mixed. However, overall this marked a decline in orders of 3%.

Germany and China top the export rankings
According to data released by the Federal Statistical Office of Germany, exports of German building valves increased by 6.5% to 1.3 billion Euro in the first six months. Germany was therefore able to once again confirm its position as the world's second largest exporter of building valves behind China and ahead of Italy.

Top sales markets in France, USA and Great Britain
This growth was largely driven by the improved mood in the American housing market and the generally positive economic trend in the USA. Exports to the US market rose by 25.1% to 115.2 million Euro compared to last year. The USA was therefore ranked second among the major sales markets with France leading the list of top export markets. The export of building valves to France increased by 5.2% to 141.4 million Euro; this was given a boost by the high number of apartments completed in newly built residential buildings in 2014 and the first half of 2015. Great Britain was ranked third with a turnover of 86.6 million Euro (+ 17.5%) thanks to the revived English property market.

Exports to China and Russia were disappointing
By contrast, there were no positive impulses from China (- 0.5%) and Russia. The economic growth of the important export market in China has recently slowed down and many German companies felt the weak economy through the decreased demand. Exports to Russia fell by 24% and suffered because of the unresolved crisis in Ukraine.

Forecast for 2015: turnover at last year's level
Spending power in Germany is continuing to increase thanks to higher net incomes and the lower oil price. However, the lack of specialist employees in the sanitary, heating and air conditioning trade is slowing down investments in the sanitary and heating field. While the economy
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<table>
<thead>
<tr>
<th>Sr No</th>
<th>Description</th>
<th>Capacity M3/Min</th>
<th>Capacity CFM</th>
<th>Pressure Range Bar</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Lubricated SCREW Compressor</td>
<td>0.23 to 43.70</td>
<td>8 to 1545</td>
<td>8 to 13</td>
</tr>
<tr>
<td>2</td>
<td>Oil Free SCREW Compressor</td>
<td>5.30 to 51.40</td>
<td>187 to 1815</td>
<td>8 to 10</td>
</tr>
<tr>
<td>3</td>
<td>Lubricated PISTON Compressor</td>
<td>0.125 to 6.20</td>
<td>4.5 to 219</td>
<td>8 to 40</td>
</tr>
<tr>
<td>4</td>
<td>Oil Free PISTON Compressor</td>
<td>0.156 to 1.30</td>
<td>6 to 45</td>
<td>8 to 40</td>
</tr>
<tr>
<td>5</td>
<td>BOGE FLEXPET</td>
<td>1.56 to 17.9</td>
<td>54 to 634</td>
<td>40</td>
</tr>
</tbody>
</table>

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Mumbai Mr. Hasan Hasware   : +91 9840956161 : h.hasware@boge.com
Delhi Mr. Deepesh Upadhyay : +91 9818556732 : d.upadhyay@boge.com
in the Euro region is expected to stabilise, intensification of the crisis in Greece or the Ukraine conflict could bring the recovery of the economy to a halt. Despite a robust job market, low interest rates and rising incomes, the Valve Trade Association is only expecting a turnover for the German building valve industry for 2015 at last year’s level.

Manufacturers of industrial valves: no drive in the first half of the year
The German manufacturers of industrial valves had a subdued start into 2015 and were unable to achieve any growth in turnover during the first half of the year. The industry primarily suffered great losses nationally where business decreased by 4%. International business was unable to balance out the loss due to the weaker turnover in the important international markets of the BRIC states. International business only grew by 4%. This means that overall turnover stagnated at the previous year's level and the mechanical engineering branch followed the similarly subdued growth of the world economy in the first half of the year.

Turnover performed at different levels during this period in the individual product groups statistically recorded by the VDMA. For shut-off valves, it decreased by 2%. The manufacturers of control valves had a slight plus of 2% while the turnover of safety and monitoring valves at least rose by 8%.

No impulses from China
The traditionally high export rate of the industrial valves produced in Germany makes the manufacturers dependent on the development of the world economy. The economic growth of the important export market in China had initially slowed down and many German companies felt the weak economy through the decreased demand. A restraint was also apparent in investments from Germany. Industrial valve exports to China decreased by 3.4 % to 235.9 million Euro.

USA export growth takes a break
Exports to the USA did not achieve any growth rates either (- 0.3 %) and stagnated at almost the previous year's level with a volume of 155.4 million Euro. As in early 2014, the main cause was a slump in the economy at the beginning of 2015. The US oil and gas industry, which in the recent past was still one of the most dynamic sectors of the American economy, is only making very restrained investments in view of the falling oil price. Russia moved down to position 9 of the 10 most important export countries. The export of German industrial valves to Russia decreased by 14 % to 60.5 million Euro. The exports to Poland were a bright spot. The manufacturers were able to report a rise in turnover of 22%.

The German manufacturers of industrial valves achieved a total export volume of 1.7 billion Euro in the period from January to June 2015. This constitutes a decrease of 2.8% in the first half of the year. Nevertheless Germany was able to once again confirm its position as the fourth largest exporter of industrial valves.

Prognosis 2015 – turnover result at last year’s level
The Valve Manufacturers Association expects a nominal turnover result on the previous year's level for 2015, provided that the export markets gain back their strength. Some of the countries have high US dollar debts and are now suffering from the revaluation of the dollar. Many countries, not only in Latin America, continue to experience corruption and government-induced mismanagement. And while some nations benefit from the lower raw material prices, others have to unilaterally cope with the price drop because their national economies are focused on exports of just these raw materials. The general trend for deliveries to the USA is optimistic. The developments in Iran are monitored very carefully. From when on and how these will pay off for the German manufacturers of industrial valves remains to be seen.

Rupprecht Kemper new chairman of the Valves Manufacturers Association
At the general assembly on 10/09/2015, Rupprecht Kemper of Geb. Kemper GmbH & Co. KG was elected as the new chairman of the association. Dr. Achim Trasser of Sempell GmbH will support him as his deputy for the next three years. The divisional groups were also reconstituted.

The sector group for industrial valves now includes: Dr. Achim Trasser (Chairman), Axel Weidner (Deputy Chairman; Mankenberg), Oliver Bertram (Perrin), Dr. Martin Frank (SchuF), Andreas Kessen (KSB), Dr. Jörg Kiesbauer (SAMSON), Rolf Kummer (Armaturenfabrik Franz Schneider) and Martin Leser (LESER).

Elected into the sector group for building valves were: Rupprecht Kemper (Chairman), Andreas Dornbracht (Deputy Chairman; Aloys F.
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waldrichsiegen.com
Dornbracht), Heinz Eckard Beele (IMI Hydronic Engineering Germany), Oliver Gessert (Franke Aquarotter), Josef Leitner (Ideal Standard), Harald Sasserath (SYR Hans Sasserath) and Roland Schweikardt (Honeywell). Besides electing new divisional groups for building and industrial valves and reconstituting the general board of the association, the main topics of the general assembly, which took place in Aachen, were the presentation of the business reports 2012-2015, the outlook for main tasks in the future, as well as presentations by top-class lecturers.

Professor Dr. Reiner Anderl, professor for computer integrated design in the field of mechanical engineering at Technischen Universität Darmstadt opened the series of lectures on the topic of Industry 4.0. He described the development as a 4th industrial revolution, a new level of organisation and control of the complete value chain for the whole life cycle of products. Among others, he presented the main ideas of Industry 4.0, such as the Reference Architectural Model for Industry 4.0 (RAMI 4.0) and the “Industry 4.0 Component”. Of special interest were his explanations on the VDMA implementation guide for medium-sized companies and his presentation of different solutions, which have already been carried out and have also led to new business models.

In another discourse with the theme “Industry 4.0 and IT security – a contradiction in itself?” Professor Gordon Thomas Rohrmair illustrated clearly, how industrial systems are also becoming more and more vulnerable due to the increased networking of systems and control units and how, therefore, the architecture of Industry 4.0 components has to be adapted to higher safety requirements for information security.

The series of lectures concluded with a presentation given by the philosopher Dr. Peter Sloterdijk, who shared his thoughts on the topic “Industry 4.0 – progress of civilization or value destroyer?”. His presentation focused on how the previous industrial revolutions affected our society and he then linked this with a philosophical assessment of the specific civilization-related challenges which Industry 4.0 poses.

The supporting program of the general meeting, which included facts and the history of the city Aachen as well as of its famous emperor Charlemagne, was a nice supplement and gave the participants ample opportunity to make new contacts and cultivate old ones. The town hall, the treasury, the cathedral, the Couven museum and the oldest Printen bakery (a type of Lebkuchen) gave the event a regional flair. The next general assembly of the Valve Manufacturers Association will take place in September 2018.

General Board and Managing Director of the Valve Manufacturers Association (left to right: Andreas Dornbracht (Aloys F. Dornbracht), Harald Sasserath (SYR Hans Sasserath), Wolfgang Burchard (VDMA Valves Association), Rupprecht Kemper (Chairman, Geb. Kemper), Dr. Achim Trasser (Vice Chairman, Sempell), Axel Weidner (Mankenberg), Dr. Jörg Kiesbauer (SAMSON)
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1.13 VDMA Mechanical Engineering Summit

The 4th VDMA Mechanical Engineering Summit was held on 9th October 2015 at Radisson Blu Plaza, New Delhi. Around 140 members attended this prestigious event. India is the second-largest sales market in Asia for the German engineering industry. Presently more than 525 VDMA member companies are engaged with their own business in the Indian market. The Summit began four years ago in Pune and continued in Bangalore and was last year held in Mumbai. Being the National Capital, New Delhi did attract both our members and senior dignitaries from the Government. With the recent visit of the German Chancellor Angela Merkel, both Germany and India have stepped up their bilateral cooperation and agreed upon 18 MOU’s. Today, the world is looking at India as the final destination for investments and growth and our Hon’ble Prime Minister has set clear goals and reforms to help achieve them. The objective of these engagements are to support and augment the "Make in India" programme through increasing the innovation and technology prowess of the Indian industry.

The Summit started with a welcome from Mr. Rajesh Nath, Managing Director, VDMA India. Mr Nath mentioned that the Prime Ministers clarion call to ‘Make in India’ holds enormous promise to transform the Indian economy. Complemented by initiatives such as "Skill India", Digital India, Schwach Bharat, Sagar Mala, a foundation is being laid for a multiplier impact on inclusive development. This has emphasized on the 4 Ds - demographic dividend, democracy, demand and the recently added 4th D - Deregulation. This effort shows to be bearing fruit as India saw the highest foreign direct investment (FDI) inflow for new projects among all nations in the first half of calendar year 2015, beating America and China. In January-June, India attracted $31 billion (Rs 2.05 lakh crore) in capital expenditure (capex) from foreign companies, China, the largest economy in Asia, attracted $28 bn and the US got $27 bn in the period.

With India being the partner country at Hannover Industrial fair, VDMA India organised a 15 member delegation of German journalists, prior to Hannover fair. This visit in February 2015, covered the cities of Bangalore and New Delhi with visits to many reputed German companies in India. This helped the German media to gauge the positive sentiment in the Indian economy and contributed immensely to a good coverage prior and during the Hannover fair. During the Hannover fair, VDMA participated in various events in association with Department of Heavy Industry, EEPC and Indus Media. Further during the MDA Forum we organised a special session on India where the keynote address was delivered by Dr Katoch.

In May this year VDMA India organised the Mining delegation consisting of 14 participants from the German companies in Mining Technology along with officials from the Ministry of Nord Rhein Westphalia from the Energy division. The delegation visited Singareni Collaries Company Limited (SCCL), Coal India and DGMS. To give a good overview to the German delegates, besides the meetings, visits were organised to three opencast mines and two underground mines.

The vocational training project of VDMA in Cleaning System and Facility Management is progressing well. This program which commenced with the support of GIZ, has till date trained more than 350 youths. The response from the industry has been very encouraging. These youths, primarily from humble backgrounds, are being absorbed in the Facility Management industry with a good starting salary. Besides the 2 existing centres in New Delhi at GMR Foundation and Don Bosco Najafgarh, we started the program in Mumbai at Bosco Boys Home. Further this program was expanded to DB tech centre in Bangalore and recently along with GMR Foundation we inaugurated the training program in Hyderabad also. We thank our members- Karcher and Hako for providing their equipments free of charge at these training centres.
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The 5th Anniversary issue of the VDMA India Quarterly Newsletter - German Machinery Industry was released on this occasion. This Newsletter covers the development in the various industrial sectors in Germany.

The Guest of Honour, Dr. Corinna Fricke, Head Economic Section, Federal Republic of Germany in New Delhi reiterated the strengthening bonds between India and Germany and the increased bilateral trade between the 2 countries which crossed 17 Billion Euros in 2012. Dr. Fricke finds immense potential for growth in the country but feels that it has been at a growing slowly but steadily specially in the last few months. She also highlighted the importance of the relation between the two countries giving example of the recent visit of German Chancellor, Dr. Angela Merkel to India even in midst of refugee crisis that Germany is facing today.

This was followed by the address of Dr. Rajan Katoch, Secretary, Department of Heavy Industry, Govt. of India. He enlightened the audience on “Manufacturing in India – Road to Progress”. Dr. Katoch explained the slew of measures taken by his Department as part the of the ‘Make in India’ campaign to increase country’s share of manufacturing in GDP to 25% by 2020 from present 15%. As a small step to realize this vision a framework memorandum of understanding (MoU) was signed between the Department of Heavy Industries (DHI), Govt. of India and Fraunhofer, Germany with later as “Technology Resource Partner” during the just concluded visit German Chancellor in India. The MoU is also a strong indication of German support to Indian economy. This will pave way for induction of latest technologies in capital goods sector. SME in industrial clusters will be the main beneficiaries. DHI will actively conduct technology need surveys with units and clusters and run a number of awareness, technology development and assimilation programs with the help of Fraunhofer.

To keep with the momentum it gained during last Hannover Fair in April this year where India was Partner country, Department of Heavy Industries with FICCI as lead partner, would participate at WIN INDIA 2015 exhibition from 9-11 December at New Delhi to Promote Indian Capital Goods Manufacturing as a part of ‘Make in India’
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initiative. Dr. Katoch also informed the Government would introduce Nation Capital Good policy as part of the mission shortly. He also acknowledged the inherent strength of German Technology and urged upon the members to set up more establishment in India. He thanked VDMA promoting India for creating awareness among the German investors through its members for investment in the engineering sector.

Mr. Ulrich Ackermann, Managing Director, Foreign Trade Division within VDMA Frankfurt gave an insight into key figures that included the turnover in 2014 being 212 bn. Euro, the forecast for 2015 was termed as the stagnation period; the export share from Germany that stood at 77% with Asia contributing to 27% of this export share. India was the 5th most important country for German Machinery exports while the top three include USA at first followed by Italy and Mexico. While India on the other hand imported machinery from China followed by Germany ranking second and this was followed by Japan in the third position.

The Knowledge Partner – BDB India released a publication "Overview of Core Sector Industries in India" along with the other dignitaries and it was circulated amongst the delegates at the Summit. Mr. K. C. Mani, Managing Director of BDB India spoke about the publication and gave an overview of the same. He mentioned that Core Sector Index which measures the output of eight infrastructure sectors rose 2.6% in August 2015 compared with 1.1% in the previous month. Seven out of eight sectors in the index posted positive growth and the natural gas production finally bounced back into positive zone after many years of decline.

The Key note address on "Overview of the Indian Economy" was made by Mr. Arun Maira, Former Member, Planning Commission. He mentioned about the misleading and incompetent predictions that are misleading on the growth of the country as only 50% of predictions made by economists have seen some impact. He gave an insight into the real India stating that 45% of Indian children suffer from mal-nourishment, 31% Indians have adequate sanitation facilities, with a population of around 480 million people under the age of 18 years only 139 million people have access to clean drinking water.

He mentioned about the various hurdles India is today facing in the areas of Infrastructure, Land Environment, Inefficient regulations and Public services and delayed Projects. The areas of concern boil down from the Centre to State and finally the city or local bodies. The vision for India would be with inclusive growth and democratic capitalism, a government and business that are more so of, for and by the people. He urged the industry to take a holistic approach on GDP growth and work for the inclusive growth for the welfare of the society.

Mr. Sandeep Gupta, Partner, ASA & Associates LLP, spoke on "Goods and Services Tax- Impact on Manufacturing Industry". He mentioned that full set of input taxes are not available i.e. exempt sectors; specific input taxes; cross set-off between excise/service tax with VAT. Presently we are faced with more Interpretational issues relating to levy on manufacture: definitional issues of manufacturing; deemed manufacturing; valuation issues, sales v. works contract which is increasingly becoming complex; frequently leads to overlap between Centre and States; vested motive of States to tax as goods. It lacks uniformity in rates, procedures, exemptions and complex due to lack of automation and knowledge. The clear objective of GST is to provide a common national market eliminating state boundaries. He presented the various tax.
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models implemented in developed countries and reiterated that Dual GST is to replace different indirect taxes on goods and services by the Central and State governments. The cascading effect of GST would lead to Cost of goods expected to fall under new regime; cost of services to go up. The GST hence would be a positive tool in shaping the economy and would lead to more progressive growth overall.

The post lunch session began with Mr. Ajay Shankar, Chairman, and Expert Committee on Regulatory approval on “Ease of Doing Business – Approach from Indian Government”. India ranks 142th among 189 economics in the world as per the ranking given by World Bank which the government has set target to improve to 50th by 2018 thus reducing regulatory burdens to make it more efficient and create over all conducive business environment. Therefore an improvement in “Ease of Doing Business” ranking would have a huge impact on the overall development of the country in various perspective like infusion of foreign funds, employment, improvement in entrepreneurship eco system within the country so that the Indian can get into manufacturing on a large scale. He touched upon the various issues like creating regulatory layovers, Implementation of GST, Digital India, third party certification issues.

The second leg of the Technical session began with “Prospects for Indo-German collaboration in High Technology Manufacturing” by Mr. Hermann Muehleck, Head of German Business Center India, Ernst & Young GmbH. In pursuance of Government of India’s efforts to encourage Indo-German collaboration in High-Technology Manufacturing, the Embassy of India in Berlin in partnership with EY (formerly Ernst & Young) had undertaken a Study on ‘Prospects for Indo-German collaboration in High-Technology Manufacturing’. The objective of the Study was to identify High-Technology sectors that are most suitable for Indo-German collaboration. The purpose is to develop investor-related sector information resulting in a platform that facilitates trade and investments in these particular sectors. The Study is anchored to the ‘Make in India’ initiative and other national programs of Government of India, which have been initiated by Prime Minister Narendra Modi.

India is assumed to be the highest performing country among the BRIC markets. He mentioned that the aggregation of geo-location based consumer preference data linked with personalized lifestyle data for the Indian High-Technology consumer market results in a highly fragmented demand structure today: it will be even more so in the next decade. He gave an overview of the Governmental projects which includes 100 Smart Cities, Digital India, Clean India, Skill India, Corridor projects and Innovate India. The prospects for Indo-German Collaboration in High-Technology Manufacturing could be in Electronic system design and manufacturing (ESDM), Photonics, IT, Automotive, Transport and Infrastructure, Civil Aviation and Airports, Water, Renewable Energy, Heavy Engineering, Biotechnology, Pharmaceuticals, Space and Defence Manufacturing. The Study is available for download under: www.de.ey.com/HighTech-India

The session continued with topic on “Application of Industry 4.0 in Manufacturing” presented by Mr. Volker Schmid, Head of Asia Pacific, Festo Didactic SE. The Industry 4.0 concept was to inform and prepare for manufacturing of tomorrow which is presently led by primarily Europe and other developed countries. Gaining importance in High-Tech Manufacturing, process automation and end-to-end digitization of business will become a key driver for enhancing production and cost efficiencies. The Indian IT sector holds strong know-how on software development and on digitization of business processes from which collaboration partners can benefit.

Information technology will play an increasingly significant role in future production – both for the operation and control of production plants and for the collation and evaluation of machinery data and information on energy consumption that are relevant to servicing. The increasing possibilities of data acquisition and processing in real time are opening up new opportunities in terms of factory control and ability to react. New applications are arising, for example anticipatory servicing.

In this process, the virtual world of IT meets the real world of the shop floor: IT oversees the production network up to the level of machine control and provides the necessary infrastructure, e.g. databases, servers and development platforms. The software required for the operation of the machines is a core competence of the machinery producers. However, it is not always possible to draw a sharp distinction between these areas of competence: interdisciplinary cooperation and mutual understanding of each other’s environments is becoming more and more important. In addition, IT topics are becoming an integral part of specifications in the purchase of plant and

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machinery. Standardized IT interfaces and norms are playing a decisive role above all in the networking of production plants. Festo works in co-operation in SAP to implement Industry 4.0 standards worldwide.

The Technical session ended with the insights on “Make in India Mittelstand” by Mr. Satish Sharma, Deputy Secretary (EW), Ministry of External Affairs; Mr. Volker Schmid, Head of Asia Pacific, Festo Didactic SE; Mr. Hermann Muehleck, Head of German Business Center India, Ernst & Young GmbH; Mr. Dharmesh Arora, Managing Director, Schaeffler Group; Mr. Ajay Bhargava, Managing Director, Rittal India Pvt. Ltd

The Technical session ended with the insights on “Make in India Mittelstand” by Mr. Satish Sharma, Deputy Secretary (EW), Ministry of External Affairs. Make In India Mittelstand! (MIIM) is a first of its kind business support programme designed to offer services in coordination with the Indian Govt. and other entities. The entire program will be guided by the Embassy of India supported by KP; a steering committee and partner network secures access to all relevant resources. The MIIM programme starts with the company selection and on-boarding; in the second stage market entry support will be facilitated. Case-by-case support is offered in four different ways: hotline, workshops common for all and projects/ individual workshops would be conducted for MIIM companies. Common workshops are open for all participants and will be conducted every 6-8 weeks. The first 2 have been scheduled until Dec 2015. Customized workshops and project support will be provided by relevant MIIM partners based on scope of queries. Half yearly networking event will be conducted at EOI in Berlin to share MIIM program status quo and learnings over a business networking platform. A hotline and email have been set up to facilitate direct interaction with the stakeholders; webpage and social media to further facilitate communication.

The final session of the summit was devoted on “Make in India- A slogan or Reality”. This panel discussion was moderated by Rajesh Nath-Managing Director, VDMA India. The participants in the discussion were Mr. Ajay Bhargava, Managing Director, Rittal India Pvt. Ltd; Mr. Dharmesh Arora, Managing Director, Schaeffler Group; Mr. Ruediger Schroeder, Managing Director, Karcher Cleaning Systems Pvt. Ltd; Mr. Rashmikant Joshi, Managing Director, FESTO India Pvt. Ltd and Mr. Sushil Lakra, Industrial Advisor, Department of Heavy Industry.

Mr. Lakra emphasized on the importance of the “Make in India” program by the Government which is truly instrumental to help the growth, lead to more job opportunities and help utilize the educated workforce which are below the age of 28 years in India. The Department is encouraging manufacturing with the new reforms planned with the “National Policy for Capital Goods”. The participating members agreed to
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Defence and Electronics sector being huge opportunity and drivers for growth while emphasis on creation on Centre of Excellence for Skill Development from the Governments side to lead to and keep up with the pace for innovative and conclusive growth for the future. The German member companies are already working on a dual system of education in India by providing theoretical and practical knowledge to students at various engineering institutes and also supporting the institutes by funding their education. The students are also given an opportunity to not just learn but also work with them in the future creating technically skilled workforce from the very beginning.

The government plans with increasing FTA, higher FDI’s in the country and plans are underway to dedicate a ‘Machine Tool Park’ in Tumkur, Karnataka that spoke more volumes on the serious initiatives leading to positive and fruitful days ahead for the manufacturing industry.

The Summit concluded with an evening Cocktail and dinner at the same venue which provided a good interaction and networking opportunity for both the members and speakers at the event. The German companies on the other hand continue their constant investment in India and are very serious and aligned with the “Make in India” campaign. The expansion plans would be on the higher side and would continue atleast for the coming two to three years with greenfield and brownfield projects. The German companies’ unanimously stood together in the government’s initiative and bestow their trust and support in India’s growth success story in days ahead.
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2. Activities of VDMA India Office

14th India Management Meeting for Fluid Power and Power Transmission

14th Management Meeting of Power Transmission and Fluid Power sector under VDMA was held on 8th December, 2015 in M/s. ASA & Associates LLP, Gurgaon. Mr. Peter Synek, VDMA Frankfurt and Mr. Rajesh Nath, Managing Director, VDMA India conducted the meeting. There were around 10 participants.

Presentation on IFFA 2016

The German Engineering Federation (VDMA) along with Messe Frankfurt organized a Presentation on IFFA 2016 on Monday, 7th December, 2015 at The Park, New Delhi, IFFA 2016, the world renowned International Trade Fair for Meat and Meat Processing Industry, will be held from May 7th to May 12th 2016 in Frankfurt, Germany. With around 960 exhibitors from more than 142 countries, IFFA is one of the largest investment goods trade fair in the world and draws more than 60,000 trade visitors The Presentation on IFFA 2016 was made by Ms. Iris Jeglitza-Moshage, Senior Vice President, Messe Frankfurt Exhibition and Mr. Rajesh Nath, Managing Director, VDMA India. There were around 45 participants from the industry.

Presentation on “bauma 2016”, Kolkata

The German Engineering Federation (VDMA) organized a Presentation on “bauma 2016”, the World’s Leading Trade Fair for Construction Equipments, Building Material and Mining Machineries and Construction Vehicles on 4th December, 2015 in Kolkata. bauma 2016 is the World’s Leading Trade Fair for Construction Equipments, Building Material and Mining Machineries and Construction Vehicles, which will be held from 11th to 17th April 2016 in Munich, Germany.

With around 3421 exhibitors from more than 57 countries, bauma, organised by Messe Muenchen GmbH, is the heartbeat of our industry. Some 535,065 visitors from more than 200 countries and over 125,850 visitors from the mining sector come to Munich to see the most important new developments from around the world. The Special Address was given by Chief Guest, Mr. Olaf Iversen, Consul General of Federal Republic of Germany, Kolkata. The Presentation on “bauma 2016” was made by Mr. Igor Palka, Chief Operating Officer, MMI India and Mr. Rajesh Nath, Managing Director, VDMA India. There were around 45 participants from the industry.
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5th India Management Meeting for Robotic & Automation division

The 5th VDMA Robotic + Automation Management Meeting was held on 2nd December at KHS Machinery Pvt. Ltd., Ahmedabad. Ms. Anne Wendel, VDMA Frankfurt and Ms. Jamly John, Regional Manager - West, VDMA India were present to conduct this meeting. There were around 20 participants.

10th India Management Meeting for Construction Equipment & Building Material Machinery

The 10th India Management Meeting of Construction Equipment & Building Material Machinery under VDMA was held on 24th November 2015 at the premises of Mann & Hummel Filter Pvt. Ltd. in Bangalore. Mr. Sebastian Popp, VDMA Frankfurt and Mr. Rajesh Nath, Managing Director, VDMA India were present to conduct this meeting. Around 15 members of this division attended the meeting. The meeting was followed by a round of the Laboratory of the host.

Workshop on "India's collaboration in areas of High Technology Manufacturing"

EEPC India along with the Department of Heavy Industry, organized a Workshop on "India's collaboration with Advanced Markets in Areas of High Technology Manufacturing" on 24th November 2015 in Mumbai. The Workshop was followed by the Signing of MOU between Department of Heavy Industry, Government of India & Ministry of Industry & Trade, Czech Republic and was chaired by Shri Rajan S. Katoch, Secretary (Heavy Industry), Department of Heavy Industry. Ms. Jamly John, Regional Manager - West, VDMA India attended the workshop and made a Presentation on "Indo-German Trade in Engineering Sector".

10th Anniversary celebration of Nord in India

Nord DRIVESYSTEMS celebrated their 50 years of NORD Global and 10 years anniversary of NORD India on Thursday 19th November, 2015 in Pune. Mr. Rajesh Nath, Managing Director, VDMA India was invited as the Chief Guest on this occasion. He spoke on Indo-German Trade in Engineering sector and overview of the Indian Economy. Mrs. Jutta Humbert, Managing Director, Nord DRIVESYSTEMS, Germany also spoke on this occasion.
Seminar on ‘Increase efficiency in Your Company – An Indo German perspective’ in Bangalore

The German Engineering Federation (VDMA) in association with Maier + Vidorno GmbH (M+V) organized a Seminar on ‘Increase efficiency in Your Company – An Indo German perspective’ on 3rd November, 2015 at Park Hotel, Bangalore. The seminar helped the companies understand the various aspects like Import Tax, Value Added Tax, Product Pricing available in the current business environment. The seminar also included Warehouse Selection, Inventory Management, Free Trade Warehousing Zone – Spare Part etc and effective management of the sales and service force. Mr. Manoj Mandachery, Vice President, Maier + Vidorno GmbH (M+V), gave the Introduction of M+V. The Presentation on Managing Effectively the Spare Parts and Order Execution was given by Mr. Shashank Verma, Head of Sales Order Management, Maier + Vidorno GmbH (M+V). The Presentation on Increased profitability by measuring the performance of your Sales and service force was made by Ms. Deepmala Datta, Head – Human Resources, Maier + Vidorno GmbH (M+V). Mr. Rajesh Nath, Managing Director, VDMA India gave the Presentation on Indo-German Trade in Engineering Sector. There were around 58 participants from the industry.

Presentation on the occasion of Lenze, Global CEO visit to India

On the occasion of the visit of Mr Christian Wendler - Global CEO of Lenze, a dinner with professional meet was organized on 4th November in Pune. Mr. Rajesh Nath, Managing Director, VDMA India was invited to make the presentation on 'Indo-German Trade in Engineering Sector'.

Presentation on “bauma 2016”, Mumbai

The Bauma press conference was held on October 29th, 2015 in Mumbai. Mr. Igor Palka Messe Muenchen and Mr. Rajesh Nath were the speakers at the event. There were around 30 attendees for the program from both press and the industry.
Ensure supply and disposal. Zero-energy-skyscrapers. What is feasible? And, first of all, how? These are only two challenges in our time, for which the companies of the mechanical engineering industry offer solutions. Solutions, which enable long-term economical, ecological and social reasonable concepts. This is now visible by BLUECOMPETENCE – the sustainability initiative of the VDMA.

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3. Members speak

Interview with Mr. Marc Jarrault – Managing Director – Lapp India

Kindly tell us about your activities in India?

Lapp India, a 100% subsidiary of the LAPP GROUP Germany, is a leading supplier of integrated solutions and branded products in the field of cable and connection technology. Lapp India started its India operations in the year 1996 with a manufacturing unit in Jigani, Bangalore. The Bangalore unit is the second largest manufacturing facility of the Lapp Group and has the capacity to manufacture 60,000 kms of Multi Core cables and 78,000kms of Single Core Wires per annum.

In 2012, Lapp India set-up its second Indian manufacturing facility in Pilukhedi, Bhopal which strengthened our base in the single core wires segment to cater efficiently to growing customer demands in India. It has an existing capacity of 1,000 kms of single core cables daily mainly for Building and Panel Builders. The Bhopal facility produces also 36,000 kms of Multi Core cables in addition to the existing 216,000 kms capacity in Single Core wires. Lapp India invested over 4 Million Euros over the past 2 years to increase the capacity of Bhopal plant, double Bangalore plant shopfloor area and expand our state of the art laboratory.

How do you foresee the business development in 2016 for your products?

India’s current economic environment is vibrant and conducive for higher growth for the company. We could already experience the change over the past year in renewable energy sector with the acceleration of solar parks realization towards the aggressive government target of 100 GW of solar energy by 2022 and in the mobility sector with quick developments in both railway and metro rolling stocks.

Along our objective of penetrating deeper and wider into industrial machinery, plant engineering as well as infrastructure markets, we have also embarked on an aggressive product strategy. Adding more products not only increases our addressable market but also provides us better opportunities for offer a complete solution to our customers.

We put a strong emphasis on innovation with a rigorous product development approach. As such we have introduced 5 new products this year - Olflex® Instrum, Foundation Fieldbus Cables, Olflex®Fire (Fire survival cables), Olflex® Power LV and Thermocouple cables. We have also launched a Lapp Innovation Award for our customers in South India in order to promote innovation by our customers also with more energy saving and environmental friendly products.

What are the challenges you are facing in your business?

To promote Manufacturing in India, the government needs to address skill and technology development, infrastructure and productivity improvement as well as low cost innovation. Besides India ranks 142 out of 189 countries according to World Bank in terms of the ease of doing business: the Fast Track investment system established for German companies during the visit of Chancellor Merkel in India back in September is a great step forward! Similar progress on tax and labour laws are still to materialise!

In order to boost electricity production, government accelerate capacity addition, securing fuel supplies and improving efficiency for production, transmission and distribution of electricity. Implementation of GST will improve competitiveness of India’s manufacturing and help India grow faster with free interstate movement of goods and services - paving the path for a genuine common economic market for the our country, which should be easier to achieve than for multiple countries like in EU!
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What are your views on the "Make in India" program?
With the launch of Make In India campaign, Indian Prime Minister Narendra Modi has laid out the foundation for foreign investors to manufacture products in India. The Make in India program which includes major new initiatives designed to facilitate investment, foster innovation, protect intellectual property, and build best-in-class manufacturing infrastructure, has already created a positive shift in domestic as well as foreign sentiments. Going forward, the economic impact of manufacturing in India will go beyond direct employment. It will create also millions of jobs in the services sector and allied services like logistics, transportation. This initiative would also increase the share of manufacturing to 25% of GDP by 2022 from the current 16%. The campaign will also encourage R&D in massive amounts for innovation in manufacturing. The step taken by the government as part of this campaign like a 'single window system' has already made it easy for companies to do business in India.

While the wire and cable and industry does not get a direct mention in the campaign, our focus is on supplying cables for applications pertaining to industries that is part of the campaign - such as power, oil and gas, electrical, cement, steel and construction among others. The focus of the program is to give impetus to these industries, the wire and cable industry will indirectly have the opportunity to benefit from the 'Make in India' campaign.

What would you like to suggest to German companies who are looking to enter the Indian market?
India is geared to become the highest performing country among the BRIC markets. High-Technology sectors that are suitable for a collaboration between India and Germany. This collaboration will enhance trade and investments between the two countries and will anchor Narendra Modi's 'Make in India' initiative, according to a report by FICCI, Embassy of India and Ernst & Young. India and Germany are suitable for a healthy and suitable partnership. This partnership will benefit both the countries and enhance their mutual growth. Germany is known for its high technology and India for its young and vibrant quality manpower. The partnership therefore provides the best synergy for a growing economy like India.

Interview with
Mr. Jitendra Kataria – Managing Director
Beckhoff Automation India

Kindly tell us about your activities in India
Beckhoff Automation started its operations in India in year 2007. The operations of Beckhoff India is based in Pune. Currently we have 7 branch offices across India with team strength of 50 (41 of them are engineers). Apart from Sales, Application and Technical Support, Beckhoff India also has a full fledge Training Facility in Pune, Ahmedabad, Bangalore where various training courses on Beckhoff products and technology are offered.

How do you foresee the business development in 2016 for your products
In last 2 years we have almost doubled our turnover. This is due to good partnership which we have developed with our customers who have gained a technology edge due to our innovative advanced PC based technology. Also Beckhoff Automation is operating in diversified verticals which helps to neutralize the business cycles and effectively provide growth. We foresee that in 2016 we will increase our revenue by almost 25%.

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What are your views on the "Make in India" program?

- Make in India is a program where foreign investors are invited to India to invest and become a part of Indian growth story. This is need of the hour to create lot of employment opportunities for the growing young workforce of India. Indian government are also working on simplifying doing business in India.
- Beckhoff India is also promoting a campaign named ‘Made by India’
- However India should not be seen as only a destination where one can manufacture, we have brilliant engineers who have capabilities to develop. So I would suggest companies to invest in India for their research and development too.

What would you like to suggest to German companies who are looking to enter the Indian market

- India is an incredible country with incredible opportunities.
- The right time to invest in India is now as the economic reforms are getting defined and there is lot of developments which are on the cards which will bring immense opportunities.

4. Members corner

In 2015 data M Software India celebrates its 10 year anniversary as subsidiary of the German-based company data M Sheet Metal Solutions GmbH. What started in 1994 with a sales partner is Bangalore due to the ever-growing customer base resulted in an autonomous subsidiary in 2005. With the establishment of the new company the scope of services also expanded: Besides the world’s leading software solutions for roll forming COPRA® RF and COPRA® FEA RF, data M Software India has emerged as leading engineering partner providing software solutions, training, support and services related to roll tool design, verification and troubleshooting. New in its product line is the COPRA® ProfileScan Desktop a patented measurement device for quality management of roll formed profiles.

The data M Software India customer base includes industries such as aerospace, automotive, railways, construction, oil and gas, furniture, storage systems and many others dealing with roll formed product development. In 2015 data M Software India successfully implemented its new “Make in India – with German technology” strategy through which the cooperation with the German headquarters was strengthened; further ensuring to respond to the growing demand for locally produced, high quality products and machinery. In course of the strategic realignment, data M Software India shifted its base to Pune to better meet the growing demands in this area.

For any further questions or assistance please contact:
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With the wide range of Plastics Converting Machines comprising of Injection Molding, Blow Molding and Extrusion Systems, Milacron is serving the entire gamut of Plastics Application to its customers.
(CINCINNATI, OH – November 19, 2015) – Cincinnati Milacron Holdings Corp. (NYSE: MCRN), a leading industrial technology company serving the plastics processing industry announced its Extrusion Open House November 2nd, at its Ahmedabad, India manufacturing facility was well attended and deemed a success by organizers and attendees alike. The open house included the demonstration of an extrusion line in live production of cPVC Pipes.

At the event, Milacron received two orders for India built pipe extrusion systems from local customers. The orders were for complete systems and included the extruder, controller, die/head, cooling/sizing tank, puller, cutting/saw and accumulation table. The first system will ship before the end of 2015 and the second system is scheduled to ship in Q1 2016. A great start to Milacron’s expansion of their extrusion business in the high-growth Indian market.

Brian Marston, Vice President & General Manager, Global Extrusion Business stated, “Milacron’s expertise in extrusion technology is known worldwide among the manufacturers of pipes, profiles and sheet. For many customers Milacron extruders are the preferred choice for their business.” Marston went on to detail the extrusion system on display, “The Conical Twin Screw Counter Rotating Extruder producing cPVC Pipe is one Milacron’s most popular extrusion technologies and we anticipate a strong demand for these machines in India and surrounding regions”.

Milacron’s Extrusion Open House was a three-day event that kicked off November 2nd, and catered to the needs of India’s growing construction industry. The Conical Twin Screw Counter Rotating Extruder flawlessly produced ¾ inch cPVC pipes and an injection molding machine cPVC line Servo 150 was engaged in the production of cPVC fittings.

Machines on display at Milacron’s Extrusion Open House included:
• TC 80 Extrusion Line: A Conical Twin Screw Counter Rotating Extrusion system with dual die. The extruder was fitted with tungsten carbide coated screws and barrel. The system had a water-cooled barrel and oil cooled screws. The system produced ¾ inch cPVC pipes at a rate of 300 Kg/Hr. or greater.
• cPVC Line Servo 150 Injection molding machine: Servo powered and produced ¾ inch cPVC fittings (Elbow). The machine is on Magna T platform with Global Injection Unit.

The Milacron Extrusion Open House was hosted jointly by Brian Marston and Mahendra Patel, Vice Chairman, Milacron India. Mahendra Patel explained, “With the addition of extrusion capabilities, Milacron continues to expand the product portfolio that we’re able to offer our customers in India and the surrounding regions. Milacron India is a leading player in injection molding and has versatile blow molding products for various applications available in the region.” Milacron continues to push the boundaries of possibilities in plastics with breakthrough products from leading brands including Milacron, Mold-Masters, DME, Ferromatik, Uniloy and CIMCOOL.

Schwing Stetter India, one of the leading concrete equipment manufacturing companies in India has announced its entrance into the Industrial Equipment Segment with the launch of the Sludge pumps and muck pumps. This product was launched at IFAT India2015, India’s Leading Trade Fair for Water, Sewage, Refuse and Recycling.

The market for sustainable technologies in water as well as waste water treatment is driven by new opportunities arising due to the global economic meltdown. Sludge pumps is also highly useful to the mineral, petrochemical, food processing and thermal power industries. This product will be highly beneficial to our country, where drainage water can be filtered into a sludge that is converted to bio organizers – fit for direct consumption.

Speaking on the occasion, Anand Sundaresan, Vice-Chairman & Managing Director, Schwing Stetter India said, “Schwing Group has had this sludge pump system for transport and storage of high viscose sludges and material with high solid
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content for a long time. These pumps are used worldwide in waste water treatment plants, waste recycling, mining, refining, power plants and in the chemical industry."

"With Government initiative in the Swach Bharat campaign, we are sure that such products will find huge applications in cleaning and disposal of sludge and waste in many industries. IFAT expo 2015 has provided the right platform for the introduction and launch of these products in Indian market."

V.G. Sakthikumar, Managing Director, SCHWING Stetter Sales & Services Pvt. Ltd said, "At Schwing Stetter, we are looking to broaden our horizons by entering newer segments. The industrial equipment business is exciting and the Schwing sludge pumps will be used for handling dewatered municipal sludge, flyash in thermal plant and sludges in mineral processing and dredging muck."

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In 2005, SICK India was incorporated to directly serve Indian customers with solutions for factory and logistics automation. In the last ten years, the subsidiary grew consistently at a rapid pace at a compound annual growth rate of 41%. In addition to its headquarters in Mumbai, the commercial capital of India, SICK India also has 7 regional offices and 11 home offices across India. Starting in 2016, we will start serving customers with sensor solutions for process automation, too," says Atul Dave, General Manager of SICK India.

On Friday, October 16th, 2015, SICK India celebrated its 10-year anniversary in Mumbai. Especially for this occasion, Sebastian Glaser, the grandson of Dr. Erwin Sick, and Franz Bausch, member of the Supervisory Board of SICK AG, came to India, as did Dr. Martin Krämer, Member of the Executive Board and Chairman of SICK India's Board, and Wolfgang Windau, member of the SICK India's Board. "More than 130 people including our guests from Germany, employees of SICK India, customers, channel partners, system integrators, and service providers attended the event which was very well received," says Dave.

From factory automation to logistics automation and process automation, SICK is one of the leading producers of sensors. As a technology and market leader, SICK's sensors and application solutions for industrial use create the perfect basis for reliable and efficient control of processes, for protecting people from accidents, and for preventing environmental damage.

The Major product portfolio of SICK covers Photoelectric Sensors, Proximity Sensors, Magnetic Cylinder sensors which are used for simple applications like presence detection to colour, contrast and Luminescence sensing. SICK offers robust and reliable Motor Feedback systems and Encoders for precise speed and position measurement of almost all types of Motion. The pioneer of Safety Light Curtains offers a vast range of Safety products from Safety Light curtains, safety Laser scanners, Safety PLC, Safety Relay, Safety Switches and Safety services. SICK also offers detection and ranging solutions with 2D and 3D Laser Scanners, Distance Sensors, Identification Systems (Bar code and RFID) and VISION systems. The Process automation portfolio covers Industrial Instrumentation, Analyzers and Gas Flow Measuring Devices.

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Brajesh Kumar appointed Managing Director for Walter India

Effective 1st October, 2015, Brajesh Kumar has been appointed as managing director for Walter Tools India, headquartered in Pune. In his earlier role he led the Walter India Engineering team and has contributed significantly to the organization's growth ambitions. Now he will concentrate on driving growth for Walter Tools India by driving the Engineering Kompetenz. Brajesh Kumar joined Walter India in 2009 and has a rich industry experience of 20 years in the field Metal Cutting, Projects, Industrial Sales & Engineering and holds a masters degree in mechanical engineering.
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